

Message Text

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PAGE 01 WARSAW 02258 311607Z

ACTION EUR-12

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TAGS: ETRD OVIP (OLSZEWSKI, JERZY)

SUBJ: WASHINGTON VISIT BY POLISH MINISTRY OF FOREIGN TRADE

1. FOR SOME TIME, I HAVE BELIEVED THAT MINISTER OF FOREIGN TRADE JERZY OLSZEWSKI SHOULD VISIT THE UNITED STATES. SUCH A VISIT WOULD IMPROVE THE CHANCES OF SOME US FIRMS WINNING MAJOR CONTRACTS IN POLAND.

2. MINISTER OLSZEWSKI HAS PLAYED A KEY ROLE IN ALL THE LARGE COMMERCIAL DEALS WHICH HAVE RECENTLY BEEN CONCLUDED WITH WESTERN COMPANIES. THESE TRANSACTIONS INCLUDE THE BILLION DOLLAR COLA-GASIFICATION DEAL WITH KRUPP/KOPPERS OF THE FRG; THE \$500-TO-\$600 MILLION FERTILIZER PLANT DEAL WITH CREUSOT-LOIRE OF FRANCE, AND THE ROUGHLY \$400-MILLION PETROCHEMICAL-PLANT CONTRACT WITH PETRO CARBON OF GREAT BRITAIN. IF US FIRMS ARE TO WIN ANY OF THE MAJOR CONTRACTS THEY ARE NOW PURSUING, THEY WILL HAVE TO HOLD SERIOUS DISCUSSIONS WITH OLSZEWSKI.

3. ALTHOUGH THE EMBASSY INCLUDED THE MINISTER IN OUR LIST OF POTENTIAL INTERNATIONAL VISITOR PROGRAM (IVP)

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NOMINEES THIS YEAR, WE HAVE ALWAYS HOPED HE WOULD TRAVEL ON THE INVITATION OF ONE OR MORE US FIRMS AND THAT THE USG WOULD MERELY ADD A DAY OR SO IN WASHINGTON ONTO HIS ITINERARY. IN RECENT WEEKS, MFT OFFICIALS HAVE TOLD US THE MINISTER WOULD LIKE TO VISIT THE US IN THE NEAR FUTURE, PERHAPS IN APRIL. THESE OFFICIALS HAVE ALSO NOTED THAT EVEN THOUGH THE MAIN PURPOSE OF ANY US TRIP

WOULD BE TO HOLD COMMERCIAL DISCUSSIONS WITH PRIVATE FIRMS, THE MINISTER FEELS HE NEEDS AN OFFICIAL INVITATION TO GIVE THE PROPER CHARACTER TO THE VISIT.

4. COMMENT: I AM AWARE THAT THE VISITS OF VICE PREMIER PYKA, VICE MINISTER SPASOWSKI, AND THE VICE-MINISTERIAL ANTI-DUMPING DELEGATION ALREADY CROWD THE WASHINGTON AGENDA THIS SPRING. BUT ADDING OLSZEWSKI AND EXPOSING HIM TO TOP COMPANY EXECUTIVES AND USG OFFICIALS WOULD ASSIST SIGNIFICANTLY THE EFFORTS OF US FIRMS NOW PURSUING MAJOR EXPORT CONTRACTS HERE AND WOULD PAY DIVIDENDS IN TERMS OF BILATERAL ECONOMIC AND COMMERCIAL RELATIONS. I WOULD PREFER TO HAVE THE MINISTER INVITED NOT UNDER THE IVP PROGRAM, BUT BY YOU AS SECRETARY OF COMMERCE. THE GOP CAN BE EXPECTED TO PICK UP THE COST OF THE VISIT. END COMMENT.

6. RECOMMENDATION: THAT YOU AUTHORIZE ME TO INVITE MINISTER OLSZEWSKI TO VISIT THE UNITED STATES AT AN EARLY, MUTUALLY ACCEPTABLE DATE, TO BE AGREED UPON LATER.

DAVIES

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